



Your Preferred Source for IT Acquisition Across the DoD

ESI Agreements



## About DoD ESI

DoD Enterprise Software Initiative (ESI) is a joint project originally established to implement a software management process for the DoD enterprise. Starting with twenty-three software purchasing and management best practices identified and adopted by the DoD ESI Working Group, DoD ESI implemented a DoD-wide process for acquiring commercial software. Information Technology (IT) acquisition and contracting professionals within participating DoD Services and Agencies, known as Software Product Managers (SPM), negotiate DoD ESI enterprise agreements and support contracting actions. By leveraging DoD-wide requirements for commercial software and presenting a single negotiating position to software providers, SPMs implement enterprise purchasing vehicles with pricing advantages, contract terms, and licensing provisions not otherwise available to individual DoD Components and other authorized buyers, which include the Intelligence Community. DoD ESI also offers vehicles for selected IT services, and facilitates commodity IT hardware buying initiatives. DoD ESI leads efforts to implement enterprise IT Asset Management (ITAM) capabilities across the Enterprise. It is represented on all IT Category Management teams established through Office of Management and Budget (OMB) Category Management initiative. DoD ESI implements the General Services Administration (GSA) SmartBuy program within DoD. For additional information, visit the DoD ESI website at <http://www.esi.mil>.

### DoD ESI Agreements

Publisher	Category	ESA Information
<b>Adobe Digital Media</b> (Formerly Adobe Desktop)	Digital Media	Average discount of 15% off GSA TLP Level 1 prices
<b>Adobe Server</b>	Digital Media	10% off GSA FSS prices (level 4)
<b>Autodesk</b>	Computer Aided Design	<b>Autodesk</b> and <b>AutoCAD</b> - 88 Individual Products and 26 Suites
<b>Alamo City Engineering Services</b>	Data Compression	Minimum 5% off GSA FSS prices
<b>BMC/Remedy</b>	IT Asset Management	Licenses and maintenance at up to 5% off GSA FSS
<b>Compusearch</b>	Business Intelligence	Available to all DoD components including Intel Community. Offers 20% minimum discount off GSA pricing for all product purchases. Maintenance, training and professional services discounts are less.
<b>Computer Associates</b>	Enterprise Management Modeling Tools	<b>CA Unicenter</b> 64% off GSA FSS <b>BPwin</b> and <b>Erwin</b> Modeling products 56% off GSA FSS
<b>Flexera</b>	IT Asset Management	ITAM products offered at 20% off GSA FSS
<b>Forrester</b>	Research and Advisory	Services offered at 4% off GSA FSS
<b>Gartner</b>	Research and Advisory	Services offered at up to 33% off GSA FSS
<b>Hewlett Packard (HP)</b>	IT Asset Management	<b>ITAM</b> products offered at 0.5% off GSA FSS
<b>IBM</b>	Consolidated Products	<b>DB2, Informix, Lotus Notes, Rational, Rhapsody, Telelogic, Tivoli, Websphere</b> and other <b>IBM products</b> . <b>IBM End Point Manager (formerly BigFix)</b> ITAM software is available through GSA SmartBuy
<b>Ironhawk</b>	Data Compression	.5%-7% off GSA FSS depending on quantity ordered
<b>McAfee</b>	Anti-virus	Available at no cost for DoD and home use (see DISA PEO-MA anti-virus website)
<b>Microsoft</b>	Office Automation	<b>Desktop, server, back office</b> and other products at up to 38% off GSA FSS
<b>Minitab</b>	Statistical Software	<b>Statistical Software, Quality Companion</b> and <b>Quality Trainer</b> software discounted up to 5% off GSA FSS

#### DoD ESI WORKING GROUP CO-CHAIRS

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Publisher	Category	ESA Information
NetIQ	Network Security	Systems / security management and web analytic tools up to 18% discount off GSA FSS
Oracle/Sun	Database/Middleware	<b>Support Total Enterprise Warranty II (SSTEWS2)</b> hardware/software support, extended warranty, maintenance, education, incidental hardware/software, system engineering services
Palantir	Cloud Computing	Available to all DoD components, including Intel community, and offers 100% discount (no cost) on all training courses required with purchase of perpetual and/or term licenses under an ESI issued task order.
PowerSteering	Project Management	<b>Project and Portfolio Management (PPM)</b> software ( <b>Lean Six Sigma</b> ); Transactional discounts from 2.6% to 12% off GSA FSS pricing.
PTC	Business Intelligence	PTC products including <b>Windchill</b>
Red Hat Linux	Operating System	Operating systems software and services at 10% to 48% off GSA FSS
Red Hat Netscape	Office Systems, IA	Products available at no cost through DoD ESI
SAP Public Services, Inc.	ERP	<b>Enterprise Resource Planning (ERP)</b> software starting at 33% off GSA FSS pricing. Greater discounts are available for higher volume.
ServiceNow	IT Asset Management	<b>ServiceNow Process Approver, ServiceNow Discovery</b> , and other ITAM software offered at 0.0025% discount off of GSA FSS
SolarWinds	IT Asset Management	<b>Solar Winds Configuration Manager, Solar Winds Server &amp; Application Monitor</b> and other ITAM software offered at 2% discount off of GSA FSS
Sybase	Business Intelligence	<b>Adaptive Server Enterprise (ASE)</b> at 64% off GSA FSS pricing
Symantec	IT Asset Management	<b>Altiris</b> ITAM software offered at 6% discount off of GSA FSS pricing.
Websense	Security Filtering	Premium Support, Web Filter, Security Gateway, and Web Security all at an average savings of 3% off GSA

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## DoD ESI and GSA SMARTBUY Jointly Managed Agreements

Publisher	Category	ESA Information
BDNA	IT Asset Management	Software, maintenance, and services available
BelManage	IT Asset Management	Software, maintenance, and services available
iGrafx	Business Process Analysis	<b>Process for Six Sigma, Flowcharter, Enterprise Modeler, Enterprise Central, and BPEL Generator</b> discounted from 21% to 69% off GSA FSS pricing
Oracle	Database / Middleware	Product line discounts reach 27% off GSA FSS. Greater discounts available
Quest Software	Enterprise Management	Products and Services discounted from 3% to 48% off GSA FSS
Telos/Xacta	Web Certification and Accreditation and Secure Messaging	Software discounted at 4% to 10% off GSA FSS pricing
VMWare	Virtualization	Software products and services are available at discounts off GSA FSS pricing, including vCenter Server, VMware Workstation, VMFusion, and other titles

## Enterprise License Agreements (ELA) and Joint Enterprise License Agreements (JELA)

Publisher	Category	ELA/JELA Information
Actividentity	Identity Assurance	DON-only ELA
Adobe	Digital Media	Air Force, Army and DISA JELA
Axway	Network Security	DON-only ELA
Bluecoat, Smartfilter	Webfiltering	Army-only ELA
BMC/Remedy	IT Asset Management	Army-only ELA (Maintenance)
Cisco	SMARTnet Services	All DoD JELA
Computer Associates	Enterprise Management	Army-only ELA (Maintenance)
McAfee	Information Assurance	All DoD ELA
Microsoft	Office Automation	Air Force, Army, and DISA JELA
Microsoft	Office Automation	DON-only ELA
Minitab	Statistical Software	Army-only ELA
Oracle	Database/Middleware	Army-only ELA-M (Maintenance)
Oracle	Database/Middleware	DON-only ELA
PTC Creo	3D CAD Software	Army-only ELA
PTC Windchill	Product Life Cycle Management	Army-only ELA
SAP	Enterprise Resource Planning	Army-only ELA
Symantec	IT Asset Management	Army-only ELA
Symantec & Veritas	Network Security	DON-only ELA
VMWare	Enterprise Architecture	Army ELA
VMWare	Enterprise Architecture	DON ELA

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Recent policy, such as DoD CIO memo of February 17, 2012, “Optimizing Use of Employee Technology Devices and Software” and OMB memo M-16-02 of October 16, 2015, “Category Management Policy 15-1: Improving the Acquisition and Management of Common Information Technology: Laptops and Desktops”, have directed agencies to “cut waste in spending and identify opportunities to promote efficient and effective spending.” These policies also direct agencies to “promote and practice efficient acquisition...through consolidated contract vehicles.” OMB memo M-16-12 of June 2, 2016, “Category Management Policy 16-1: Improving the Acquisition and Management of Common Information Technology: Software Licensing” addresses a number of IT management challenges by directing agencies to buy and manage common commodities – commercial and commercial off-the-shelf (COTS) software – in a more coordinated way. Full text of these policies can be found on [www.esi.mil](http://www.esi.mil) under the Resources/Tools tab. To assist in complying with the hardware policy, DoD ESI has also targeted below contract vehicles for hardware and hardware services. While these are not formal ESAs, pricing and terms and conditions have been found to comply with DoD ESI goals and practices. These contract vehicles should be considered before using other like vehicles or awarding new contracts.

DoD Hardware Agreements				
Contract	Manager	Authorized Users	Website	Contract Information
ADMC-2	Army	All DoD & Federal	<a href="https://chess.army.mil/contract/admc2">https://chess.army.mil/contract/admc2</a>	Scope of Army Desktop and Mobile Computing-2 contract includes commodity purchases of commercial off-the-shelf desktops, notebooks, ruggedized and semi-ruggedized devices, personal digital assistants, printers, scanners, power supplies, displays, video teleconferencing equipment, digital cameras, displays, transit cases and related accessories and upgrades. Limited services include: installation, asset tagging, imaging, site survey, and system configuration.
Army Wi-Fi Device Contract	Army	All DoD & Federal	<a href="https://chess.army.mil/contract/mobilityservices">https://chess.army.mil/contract/mobilityservices</a>	Scope of Wi-Fi devices offered through CHESSE IT e-mart has either an Android or Apple IOS Operating system. All devices are Wi-Fi only and have no cellular data plans or capabilities.
DON Enterprise Wireless Contracts	Navy	DON	<a href="http://www.navy.mil/su/bmit/display.asp?story_id=63083">http://www.navy.mil/su/bmit/display.asp?story_id=63083</a>	New DON enterprise wireless multiple award contracts, covering commercial cellular providers, managed by NAVSUP Fleet Logistics Center San Diego, are now in effect. Commands should be aware of additional cost-saving opportunities that can help drive down monthly spending on both wireless devices and services.
GSA IT Schedule 70	GSA	All DoD & Federal	<a href="http://www.gsa.gov/portals/category/100515">http://www.gsa.gov/portals/category/100515</a>	Schedule 70 is an indefinite delivery/indefinite quantity (IDIQ) multiple award schedule, providing direct access to products, services and solutions from more than 5,000 certified industry partners.
ITCC QEB	Air Force	Air Force	<a href="https://www.afway.af.mil/">https://www.afway.af.mil/</a>	Client Computing and Servers strategic sourcing project was the first implementation for ITCC. Initial Desktop, Laptop, and Servers BPAs were awarded in 2005 with follow-on BPAs awarded in 2010 under CCS project name. CCS BPAs have a period of performance of five years ending June 2015. CCS products are sought under Quantum Enterprise Buy process which is accomplished twice per year. Standard Desktop Configuration prepared by Air Force Enterprise Configuration Management Office is loaded on all QEB and eTools products offered under CCS BPAs.
ITES-3H	Army	All DoD & Federal	<a href="https://chess.army.mil/">https://chess.army.mil/</a>	ITES-3H contracts are intended to be a total solutions based contract vehicle for purchase and lease of commercial IT equipment to support Army needs for server, office IT equipment and storage environments. Purpose of ITES-3H Program is to support Army enterprise infrastructure and info-structure goals with full range of state-of-the-market IT equipment and related incidental services that meet definition in FAR 2.101, Definitions, for “commercial items.”

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# DoD Hardware Agreements

Contract	Manager	Authorized Users	Website	Contract Information
<b>Marine Corps Common Hardware Suite</b>	Marine Corps	DON	<a href="https://vpms.mceits.us/mc.mil/shoppingcart/home.aspx">https://vpms.mceits.us/mc.mil/shoppingcart/home.aspx</a>	Marine Corps Systems Command (MCSC) has responsibility to centrally manage procurement and refreshment of all IT hardware for U.S. Marine Corps. Marine Corps Common Hardware Suite program was created to meet IT hardware requirements. MCSC procures Commercial-Off-The-Shelf computer systems, including ruggedized and non-ruggedized desktops and laptops, as well as servers and other associated computer equipment and accessories.
<b>NETCENTS-2</b>	Air Force	Air Force	<a href="http://www.netcents.af.mil/contracts/netcents-2/products/index.asp">http://www.netcents.af.mil/contracts/netcents-2/products/index.asp</a>	IAW AFMAN 33-153, NETCENTS-2 Products contract is mandatory for purchase or lease of net-centric products for USAF customers. This contract supports Global Information Grid (GIG) architecture, Defense Information Infrastructure (DII), Intelligence Community Information Sharing environments, Air Force, and Defense Communications Systems info-structure for computer networks and telecommunications network mission areas. Products acquired on this contract may be deployed for use in full range of security domains, e.g., Unclassified through Top Secret classifications, Special Category (SPECAT) and compartments, such as, Sensitive Compartmented Information (SCI).
<b>NETCOM Wireless</b>	Army	DoD	<a href="https://chess.army.mil/contract/mobilityservices">https://chess.army.mil/contract/mobilityservices</a>	Scope of NETCOM BPA is to provide commercial cellular wireless voice and data services and related equipment, data analysis, support, and maintenance services.
<b>NITAAC CIO-CS</b>	HHS	All DoD & Federal	<a href="https://nitaac.nih.gov/nitaac/contracts/cio-cs">https://nitaac.nih.gov/nitaac/contracts/cio-cs</a>	Scope of CIO-CS GWAC covers <i>everything IT</i> including services such as deployment and installation, maintenance and training, engineering studies, enterprise licenses and extended warranties, cloud, mobility, collaboration tools, web and video-conferencing, cyber security, virtualization and health and biomedical IT.
<b>SEWP V</b>	NASA	All DoD & Federal	<a href="http://www.sewp.nasa.gov/contract_info.shtml">http://www.sewp.nasa.gov/contract_info.shtml</a>	Solutions for Enterprise-Wide Procurement (SEWP, pronounced 'soup'), is a multi-award Government-Wide Acquisition Contract (GWAC) vehicle focused on commercial IT products and product based services.

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## Pricing Discount Structure

DoD ESI has excelled at securing discounted prices for commercial software and IT hardware and services since 1998—yielding over \$7B in cost avoidance. DoD IT buyers reduce buying cycle time and risk by using DoD ESI’s enterprise software agreements (ESAs) with enhanced terms and conditions that support many DoD objectives and industry best practices. ESAs generally provide license terms that improve upon those contained in the GSA Schedule, such as:

- Expanded use rights
- Functionality replacement and extended support
- Rights of survivorship of the Agreement
- Transfer rights within DoD
- Temporary use of software during times of conflict
- Compliance with IPv6 requirements

Additional discounts may typically be provided based on further competition at the order level and other factors, such as:

1. Volume of transaction/order
2. Milestone discount level achieved due to total cumulative volume ordered under the ESA
3. Spot discounts/transaction basis/time of year/other opportunities

Spot discounts do not automatically equate to a new DoD ESI/SmartBUY price in the BPA available to future orders. BPA price is set for term of BPA, but is subject to negotiation and, where applicable, any cumulative volume discount rates published in the BPA. An example of cumulative pricing discount concept is shown below:

Transaction #	Cumulative Value of Orders Under the ESI BPA	Additional Discount on the Order
1	\$1,000,000	0
2	\$2,000,000	5%
3	\$10,000,000	10%

### Typical Pricing Structure

List Price / Retail Rates	\$\$\$\$\$
GSA Pricing	\$\$\$
ESI / SmartBUY Price / Rate	\$
ESI secures initial discounts off the published GSA Federal Supply Schedule rates from the publisher, hardware vendor or service provider. The pricing established in an ESI agreement is typically not the final price to be paid for the IT software, maintenance, hardware, or services.	
Order Price / Price Paid by ESI Customer	\$
When a customer uses an ESI agreement to order from, generally additional discounts may be negotiated by the program’s contracting office.	

### Pricing Support

If you have any questions about DoD ESI pricing, please contact the Software Product Manager (SPM) assigned to the vendor or product you are seeking to acquire. Contact information is available on the ESI website under the section titled “Ask an Expert.”